

**Meg O'Leary**  
**Director**

**Andy Poole**  
**Deputy Director**

**Montana Department  
of Commerce**  
**301 S. Park Ave.**  
**Helena, MT 59601**

# **Montana Department of Commerce Business Resources Division Newsletter**

**W I N T E R   2 0 1 3**

The Montana Department of Commerce has created this quarterly newsletter to update you on the status of our business resources financing programs and other program news. Contact information for each program is provided. Feel free to contact any Business Resources staff when you have questions about our programs, or to discuss potential applications.



**Director Meg O'Leary**

## **Message from Commerce Director Meg O'Leary**

I expect great things from the Montana Department of Commerce because I've experienced only the best.

During my 23 years in the private sector in Big Sky, MT, I've collaborated with Commerce on countless tourism and economic development projects.

My personal and professional roots run deep in Montana. My commitment to the state is strong. I understand the critical need for economic growth and stability. My personal ties to the state push me to work hard for the people who have chosen to build their lives here.

I see the Montana Department of Commerce as a successful revenue generator, driving our economy, creating cash for the state and jobs for our citizens. Economic development is what we do and who we are.

Commerce is the state agency responsible for job creation, job retention and job expansion. I'm proud Governor Steve Bullock asked me to be part of the team.

We have a wealth of resources and knowledgeable staff. We can be partners in your endeavors. We are here to help Montana succeed.

Information

Census and Economic Information Center (CEIC)

Phone: 406-841-2740

Email: [mcraigle@mt.gov](mailto:mcraigle@mt.gov)

Website: <http://ceic.mt.gov>



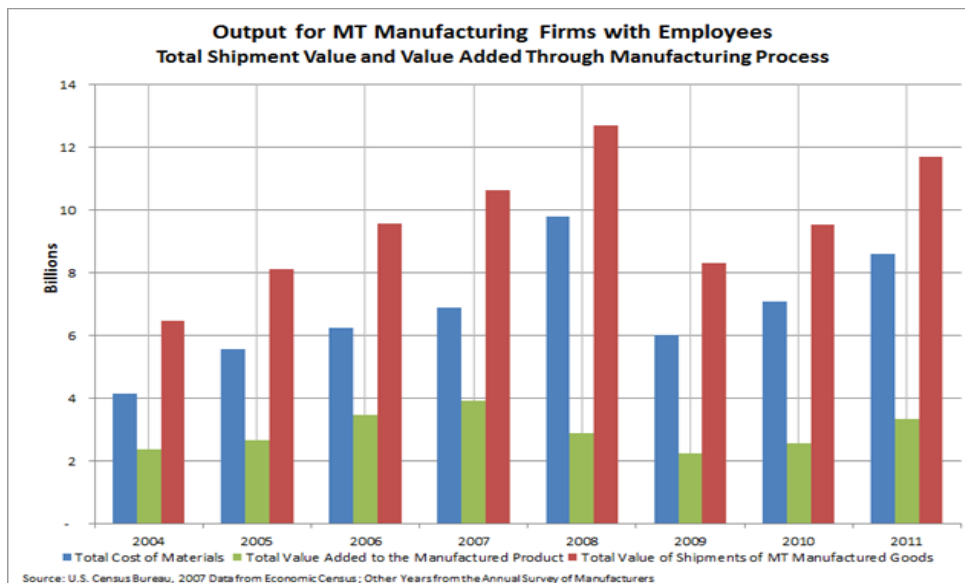
Mary Craigle  
CEIC Bureau Chief

Value-Adding Businesses

“What is a value-adding business?” According to Montana Board of Investment policy, generally a value-adding business is one which fits within the NAICS Manufacturing Sector categories. At the six digit NAICS code level, there are 593 different manufacturing categories to choose – everything from dog and cat food manufacturing (category 311111) to burial casket manufacturing (category 339995).

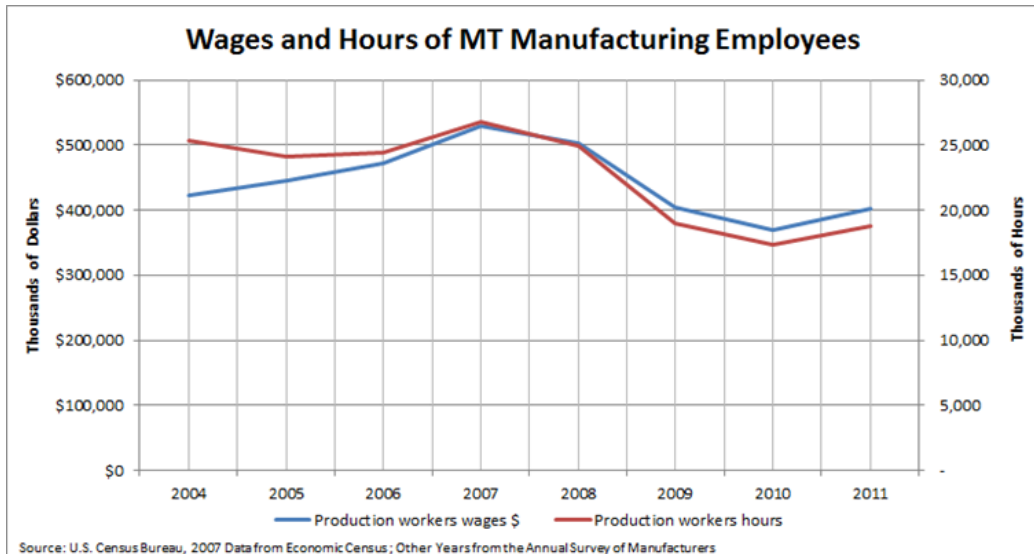
Except for years in which the full Economic Census is conducted and every business gets the questions (years ending in 2 or 7), the Census Bureau selects a sample of manufacturers to survey. Manufacturing establishments included in the survey are those with one or more paid employees.

The following graph provides the estimated output from 2004 through 2011 for manufacturing companies with employees and the value these firms added through the manufacturing process. The graph below shows the relationships among raw materials costs, the value-added, and the final total shipment value. On average, for the eight years shown in the graph, MT manufacturers added an additional 30% of value to the cost of the raw materials.



<sup>1</sup>NAICS stands for North American Industry Classification System and is the system used by the federal government to classify businesses for the purpose of gathering statistical data.

The next graph shows the wages and hours for MT manufacturing production workers for the same time period. The blue line shows total workers' wages. The red line shows the production hours which closely follow wages. The differences in the two trends are due to overtime pay and displacement of higher wage workers with lower wage workers.



Both graphs show the impact the economic recession, which began in 2007, had on the manufacturing sector in Montana. At the peak (2008), manufacturing output was estimated at over \$12.7 billion and production worker wages were over \$500 million. In 2009, the estimate production had dropped to \$8.3 billion and, in 2010, the estimate for total production wages paid had dropped to \$368 million. As the state's economy slowly recovers, this sector is also recovering as shown by the recent year increases in total production value and worker wages.

<sup>2</sup>Total production worker wages follows the definition for calculating federal withholding taxes and does not include social security or other non-labor costs such as pension plan contributions

### → The Business Resources Division Guide Book is Now Updated

An electronic copy of the Business Resources Division Guide Book is available on the Business Resources Division website. Look for the yellow button in the middle of the page at: <http://businessresources.mt.gov>. The direct link to the guide is at: <http://businessresources.mt.gov/content/docs/2013BRDBrochure.pdf>. Paper copies of the guide may be requested from Linda Stangland, Business Resources Division Administrative Assistant at: [lstangland@mt.gov](mailto:lstangland@mt.gov) or at 406-841-2730.

Information

## Montana Consolidated Plan

Phone: 406-841-2734

Email: [jburk@mt.gov](mailto:jburk@mt.gov)

Website: <http://housing.mt.gov/cp>



**Julie Burk**  
**Consolidated Plan Coordinator**

### CONSOLIDATED PLAN: GOING, GOING, GONE!

The draft 2013 Action Plan is out the door and on its way to HUD (U.S. Department of Housing & Urban Development). The annual Action Plan, which provides a summary of the actions, activities, and resources that will be used each year to address the needs and goals identified in the 5-year Consolidated Plan, is due in mid-February every year.

Developing the annual Action Plan is a long process. For plan year 2013, it started in June at the Montana Housing Conference in Billings, where we had our first public input meeting to solicit comments about the 2012 plan. A second public meeting took place in August. The comments from both meetings were used to create the draft 2013 plan. Then, in December, we had our third and final public hearing, had a 30-day public comment period following the hearing, and are now putting all the various parts of the document together to submit to HUD.

Once that's done, it's time to work on what's called the CAPER, which stands for Consolidated Annual Performance and Evaluation Report. It's due at the end of June.

Each year, HUD requires state and local governments that receive CDBG, HOME, Emergency Solutions Grant (ESG), and Housing Opportunities for Persons with AIDS (HOPWA) funds to report all activity occurring through the last day of the program year. The information must be reported within 90 days of the end of the program year, which ends March 31. Thus, the June deadline.

In Montana, only Great Falls, Missoula, and Billings submit their own reports to HUD because they are "entitlement cities," which means they have populations of more than 50,000 people within their city limits. The Montana Department of Commerce serves as the grantee for the rest of the towns in the state.



Now Available!

### Funded Project Search Utility

The Business Resources Division has a new website that will allow you to download project summary reports for economic development finance programs. This website enables you to search for specific projects, review program funding awards, and find other pertinent information about business finance awards! See the yellow button in the middle of the Business Resources Division website at: <http://businessresources.mt.gov>. The direct link to the Funded Project Search Utility is at: <http://svc.mt.gov/doc/publicreporting>. If you have questions about the website please contact Karyl Tobel at [karylt@mt.gov](mailto:karylt@mt.gov) or at 406-841-2732.

Finance

**Community Development Block Grant Economic  
Development Program (CDBG-ED)**

Ph: 406-841-2736

Email: [ddemarais@mt.gov](mailto:ddemarais@mt.gov)

Website: <http://cdbged.mt.gov>



**Debra Demarais**  
CDBG-ED Section Manager

**Application guidelines for 2013 will be published in February  
2013. Funds are expected to be available in May.**

**Town of Stevensville**

**Selway Corporation and Bitterroot Tool & Machine**

The Town of Stevensville received a \$400,000 grant to assist Selway Corporation and Bitterroot Tool & Machine with the construction of infrastructure to allow these businesses to connect to the town's sewer system. The assistance to Selway and Bitterroot Tool & Machine will result in the retention of 133 full time positions, of which 68 will be made available to or held by low and moderate-income persons. Matching funds were provided by the US Department of Commerce, Economic Development Administration (EDA).



**Bitterroot Tool and Machine**



**Selway Corporation**



## Finance

### Big Sky Economic Development Trust Fund Program (BSTF)

Ph: 406-841-2744

Email: [nfaroni@mt.gov](mailto:nfaroni@mt.gov)

Program Website: <http://bstf.mt.gov>

### Primary Sector Workforce Training Grant Program (WTG)

Ph: 406-841-2744

Email: [nfaroni@mt.gov](mailto:nfaroni@mt.gov)

Program Website: <http://wtg.mt.gov>

### Contact Program Staff for Funding Availability



Nancy Faroni  
BSTF WTG Section Manager

### The Montana Department of Commerce Awarded A Big Sky Trust Fund Award to Missoula County for ALCOM, LLC

A grant of \$900,000 in Big Sky Economic Development Trust Fund (BSTF) funds was awarded to Missoula County to assist ALCOM, LLC; and a grant of \$85,589 in Primary Sector Workforce Training Grant (WTG) funds to ALCOM, LLC to assist with new plant expansion in Bonner.

ALCOM, LLC is an aluminum trailer manufacturer, currently operating a facility in Winslow, Maine. The expansion of the company with a new plant in Bonner, Montana will enable the manufacturer to respond quickly with specialized trailer orders, and at a lower cost, to the 65+ dealers ALCOM, LLC works with on the west coast.

Missoula County was approved for an award of up to \$900,000 in BSTF Category I job creation funds to assist ALCOM, LLC with equipment purchases and lease rate reduction. The company will lease the facility formerly occupied by Stimson Lumber, Co. ALCOM, LLC has agreed to create 120 net new, full-time jobs that will meet the Missoula County wage threshold.

In addition, to the BSTF award \$85,589 in WTG funds were awarded to ALCOM, LLC to provide training funds for a minimum of 18 net-new, full-time jobs for job-specific technical training.

### Elk River Systems, Inc. Receives Primary Sector Workforce Training Grant (WTG) and Big Economic Development Trust Fund (BSTF) Grants

Elk River Systems, Inc. located in Harlowton, Montana has been awarded a Primary Sector Workforce Training Grant (WTG) in the amount of \$30,432 to assist with the training of 7 net new full time employees associated with the company's business expansion project. Elk River Systems, Inc. was founded in Montana in 1997 and currently employs 45 full time and 5 part time employees. Elk River Systems, Inc. is an Ecommerce printing company providing multiple website event organizer's and non-profits the ability to design tickets, labels, posters, banners on line and have their items printed and shipped within a few days. Customers also have the ability to set up accounts on line where they can market, sell and track ticket sales for raffles or events.

In addition to the WTG award, Wheatland County has been awarded a Category I Job Creation grant from the Montana Department of Commerce's Big Sky Economic Development Trust Fund Program (BSTF) in the amount of \$52,500 to assist Elk River Systems, Inc. with the purchase of equipment for the business expansion project. The total cost is \$885,625 and BSTF funding is contingent upon the company hiring up to 7 new employees over a 24 month period.

## Finance

### Montana Wood Products Revolving Loan Fund (WP RLF)

PH: 406-841-2594

Email: [cjones@mt.gov](mailto:cjones@mt.gov)

Program Website: <http://recovery.mt.gov/commerce/wpirls>

### Montana State Small Business Credit Initiative Program (MT SSBCI)

PH: 406-841-2594

Email: [cjones@mt.gov](mailto:cjones@mt.gov)

Website: <http://mtssbci.mt.gov>

### MicroBusiness Finance Program (MBFP)

Phone: 406-841-2594

Email: [cjones@mt.gov](mailto:cjones@mt.gov)

Website: <http://businessresources.mt.gov/MBFP>



**Carolyn Jones**  
Commerce Loan Fund  
Section Manager

## Contact Programs for Funding Availability

### MicroBusiness Finance Program

The MicroBusiness Development Act was passed by the 52nd Legislature in 1991 with program funds coming from appropriations from the coal severance tax permanent fund in 1991 and 1995. The legislative purpose of the MicroBusiness Development Act is to create a program to encourage and assist in the creation, development, and financing of businesses with fewer than 10 full-time employees and gross annual revenue of less than \$500,000 with loans not to exceed \$35,000 (back in 1991). Today, the gross annual revenue of the business has to be less than \$1 million and loans can't exceed \$100,000. The Department loans these funds to certified MicroBusiness Development Corporations (MBDCs) which, in turn, lend to businesses in their designated multi-county region.

The certified Montana MicroBusiness Development Corporations are: Bear Paw Development Corp. in Havre, Great Falls Development Authority in Great Falls, Great Northern Development Corp. in Wolf Point, Headwaters RC&D Area, Inc. in Butte, Montana Business Assistance Connection in Helena, Montana Community Development Corporation in Missoula and Montana West Economic Development in Kalispell. These organizations have money to lend to businesses that qualify.

### Montana State Small Business Credit Initiative (MT SSBCI) Program

MT SSBCI Program Accomplishments to date:

- 47 loans funded or committed totaling \$11,138,746.18
  - Proposed job retention: 224.5 FTE's
  - Proposed job creation: 359.25 FTE's
  - Total proposed retention and creation: 583.75 FTE's
- Retention or Creation of an FTE for every \$19,081.36 in MT SSBCI funding awarded
- Leverage ratio of 7.84, generating a total benefit of over \$87.3 million for Montana
- Loans made to businesses within:
  - 16 communities, within
  - 13 counties
- Montana was the first of all SSBCI recipients to request and receive their third and final tranche of funds.

### Montana Wood Products Revolving Loan Fund

Eureka Pellet Mills, Inc. was recently approved for a \$520,000 State Wood Products Revolving Loan Fund Program loan. The loan proceeds are being used for debt service and working capital. With the help of the loan, Eureka Pellet Mills plans to retain 26 jobs at its Superior, Montana location.

The State and EDA Wood Products RLF programs accept applications as long as funding is available. Currently, the State Wood Products RLF has \$537,032.28 available for lending and the EDA Wood Products RLF has \$897,085.50 available for lending. Please see the programs' website at <http://recovery.mt.gov/commerce/wpirs> for more information.

### Technical Assistance

#### Certified Regional Development Corporations (CRDCs)

Phone: 406-841-2594

Email: [cjones@mt.gov](mailto:cjones@mt.gov)

Website: <http://businessresources.mt.gov/CRDC>

#### Certified Regional Development Corporations

The CRDC program was created by the 2003 Montana Legislature. The intent of the program is to encourage a regional approach to economic development that facilitates the efficient delivery of economic development programs by supporting regional capacity. CRDCs provide business technical assistance and financing. CRDCs foster collaboration and bring elected officials, business leaders and stakeholders together to prepare and implement regional development strategies.

The Certified Regional Development Corporations are Bear Paw Development Corporation in Havre, Beartooth RC&D in Joliet, Eastern Plains Economic Development Corporation in Terry, Great Northern Development Corporation in Wolf Point, Headwaters RC&D in Butte, Lake County Community Development in Ronan, Montana Business Assistance Connection in Helena, Prospera Business Network in Bozeman, Snowy Mountain Development Corporation in Lewistown, Southeastern MT Development Corporation in Colstrip, Sweetgrass Development in Great Falls.

#### Program Accomplishments (Calendar Year 2011):

- Jobs created and/or retained: 645
  - Businesses assisted: 1,081
    - Loans provided: 61
- Total loan value: \$12,042,015
  - Current funding: \$425,000
- Additional dollars leveraged: \$13,672,825



## Finance

### Montana Board of Research and Commercialization Technology

PH: 406-841-2760

Email: [ddesch@mt.gov](mailto:ddesch@mt.gov)

Website: <http://businessresources.mt.gov/MBRCT>

### Montana SBIR/STTR Matching Funds Program

Small Business Innovation Research Program (SBIR)

Small Business Technology Transfer Program (STTR)

PH: 406-841-2760

Email: [ddesch@mt.gov](mailto:ddesch@mt.gov)

Website: <http://businessresources.mt.gov/msmfp>



**Dave Desch**  
MBRCT Executive Director

### Montana Board of Research and Commercialization Technology Commercialization Successes

The Montana Board of Research and Commercialization Technology (MBRCT) was created by the Montana Legislature to provide a predictable and stable source of funding for research and commercialization projects to be conducted at research and commercialization centers in Montana. The purpose of the program is to encourage economic development through investment in research projects that have a clear path to commercialization.

#### Sonographic Analysis for Rapid Detection of Varroa Mites and Other Pathologies without Opening the Beehive

**Bee Alert Technology**, Missoula, has brought the Honey Bee Acoustic Scanner to market and is selling the device for detection of bee diseases, mites, and other pests in bee colonies. The technology was initially developed for the United States Army for detection of honey bee colony exposure to toxic chemicals. Using USDA and MBRCT grants, the functionality was expanded for use in healthy bee management. The hand-held scanner has a low power, compact, single board, Linux ARM processor, with 8 to 32 GB of data storage, and ultrasonic audio capture capability. The same processor is being incorporated into Bee Alert's newest Smart Hive modules and is compatible with a wide variety of 5 to 12V sensors allowing for real-time, always on, monitoring of bee colony health. **Plant and Food Research** in New Zealand is a recent purchaser of the Honey Bee Acoustic Scanner.



**Bee Alert Technology**

### Accelerated Development of Two Gene-Imidazolinone-Tolerant Wheat Varieties for Montana

A new spring wheat variety, WB9879CLP, was released to growers for the first time in 2012 in a collaborative effort involving Westbred (a subsidiary of Monsanto) and Montana State University. This new variety is the first Clearfield spring wheat variety with resistance to the wheat stem sawfly. WB9879CLP was developed by crossing two genes for resistance to the imidazolinone class of herbicide into the popular variety Choteau using marker-assisted selection. Testing conducted at field sites around Montana showed that WB9879CLP has excellent yield potential as well as herbicide resistance. A Plant Variety Protection application has been filed for this new variety.



Westbred

### Montana SBIR/STTR Matching Funds Program

**ATERIS Technologies has received Stage 1 funding from the Montana SBIR/STTR Matching Funds Program in the amount of \$15,000.**

ATERIS Technologies, Bozeman, is a pioneer in the creation of "smart nanoparticles". The company is designing drug loaded particles that recognize the presence of pesticide chemical agents and release the therapeutic cargo. The released drugs will counteract the toxic effects of pesticide exposure. Nanoparticles customized to respond specifically and rapidly to a particular chemical toxicant will prove to be an enormous advantage in dosing, therapeutic readiness, multiple drug delivery, intervention as a preventative approach, and/or replacement to current aftercare measures.



ATERIS Technologies

The 62nd Legislature appropriated \$375,000 per year for the 2013 biennium to the Department of Commerce for the Montana SBIR/STTR Matching Funds Program (MSMFP) (MCA 90-1-117 thru MCA 90-1-119). The purpose of the program is to foster job creation and economic development in Montana by providing matching funds to eligible businesses meeting the criteria set forth in the program guidelines. MSMFP is designed to grant funds to Montana companies that have been awarded a Small Business Innovation Research Program or Small Business Technology Transfer Program (Federal SBIR/STTR Program) Phase I award and that, if the opportunity to do so is available, intend to apply for a Federal SBIR/STTR Phase II award.

Contact:  
Montana SBIR/STTR Matching Funds Program  
Business Resources Division  
Montana Department of Commerce  
P.O. Box 200505  
Helena, MT 59620-0505  
(406) 841-2760

### Finance

## Indian Country Economic Development Program

ICED

Phone: 406-841-2775

Email: [hsobrepena@mt.gov](mailto:hsobrepena@mt.gov)

Website: <http://iced.mt.gov>



Heather Sobrepeña-George  
ICED Program Manager

### Technical Assistance

## State Tribal Economic Development Commission

STED

Phone: 406-841-2775

Email: [hsobrepena@mt.gov](mailto:hsobrepena@mt.gov)

Website: <http://tribal.mt.gov>

### Indian Country Economic Development

Several ICED projects were awarded fiscal year 2013 funding at the December 2012 Executive Grant Review Committee Meeting. The following projects were funded:

**The Blackfeet Small Business Development Fund III** will provide start-up or expansion grants to 10 small Native-owned businesses on the Blackfeet Reservation. This is the third year that the Blackfeet Tribe has used its \$70,000 in ICED funding to support the expansion of small businesses on the Blackfeet Reservation. Businesses go through an application, review, and selection process. Grant funds can be used by the awarded businesses to purchase equipment, inventory, fixtures, parts, and supplies for their business growth needs. The awarded businesses are required to show a \$1:\$1 match for the amount awarded.

**The Chippewa Cree Tribe Development Potential of the Middle Dry Fork Area Feasibility Study** was awarded \$70,000 to assist the Tribe in retaining professional services to assess the feasibility of tribal and private business development within the Middle Dry Fork Area of the Rocky Boy's Reservation. After the catastrophic floods of 2010 and 2012, the Chippewa Cree Tribe enacted the Chippewa Cree Health Complex Community Recovery Master Plan with the intent to re-locate the community and populations center of the Rocky Boys Reservation onto higher ground in the Middle Dry Fork Area. This study will help the Tribe determine commercial development areas and infrastructure needs to support tribal and private business ventures in the area.

**The Confederated Salish & Kootenai Tribes Indian Business Assistance III Project** and Set-aside of Funds for the 2017 State Tribal Economic Development Commission (STEDC) Indian Equity Fund will provide small business grants to qualified tribal member businesses for start-up or expansion with grants ranging from \$2,000 to \$7,000. An anticipated 9-14 business will be supported with \$63,700. The remaining \$6,300 will be set aside in a special revenue account with the State Tribal Economic Development Commission as the Tribes' first installment of their contribution toward the 2017 STEDC Indian Equity Fund that will be matched by other tribes' contributions and local development organization contributions of Montana State Small Business Credit Initiative (MTSSBCI) revolved funds.

**The Crow Apsáalooke Nation Revolving Loan Fund (ANRLF), Technical Assistance, Entrepreneur Training and Set-aside of Funds for the 2017 State Tribal Economic Development Commission (STEDC) Indian Equity Fund** will continue to support the ANRLF in becoming an independent Native Certified Development Financial Institute (NCDFI), the Apsáalooke Development Fund, and the entrepreneurial training and technical assistance activities provided by the Revolving Loan Fund Officer. An amount of \$8,500 will be set aside in a special revenue account

with the State Tribal Economic Development Commission as the Tribes' first installment of their contribution toward the 2017 STEDC Indian Equity Fund that will be matched by other tribes' contributions and local development organization contributions of Montana State Small Business Credit Initiative (MTSSBCI) revolved funds. One anticipated FTE will be retained, five businesses assisted, and approximately 75 individuals trained.

**The Fort Peck Assiniboine & Sioux Tribes Business Development Specialists II** will provide a second phase of funding to retain two Business Development Specialists focused on economic development ventures related to the oil boom impact. These two Business Development Specialists will focus on pre-development work for a hotel/truck stop in the Old Airport Area, development of a transportation hub and loading dock for Burlington Northern in the rail spur area, and development of a tribal tourism office and strategic plan to capture the influx of traffic into the area. \$70,000 was awarded to retain the two employees.

**The Fort Belknap Indian Community Island Mountain Development Group** is an independent economic development arm of the Fort Belknap Indian Community tasked with creating jobs and economic opportunities on the Fort Belknap Indian Reservation. The Island Mountain Development Group was awarded \$70,000 in ICED funds to support the renovation and restructure the Smokehouse Grill and expand distribution channels for the Little River Smokehouse products. Project deliverables include modified business plans for each entity, marketing strategies for each enterprise, websites for each entity, and increased product offerings from each entity. An estimate 6-10 jobs will be created or retained.

**The Little Shell Chippewa Tribe's** application will be considered at the upcoming Executive Grant Review Committee Meeting.

**The Northern Cheyenne Development Corporation (NCDC) Business Expansion and Retention** will support the streamlining of the Cheyenne Depot I and II operations. The Cheyenne Depots are C stores under the development arm of the Northern Cheyenne Tribe's NCDC, newly formed in September 2012. The Depots are located in Ashland and Lame Deer. The total award of \$70,000 in funds will be used to hire a business manager, who will be responsible for the development policies and procedures, job descriptions, training and human resource technical assistance to each of the Depots. Funds will also be used to develop a business plan for each of the Depots. 1 FTE will be created with ancillary job creation, retention, and training in each of the Depots.

#### State Tribal Economic Development Commission

With the January 2013 change in administration, statutory appointments to the State Tribal Economic Development Commission have changed. The membership is as follows:

- Shawn Real Bird, STEDC Chair (Crow); term through June 2015
- Richard Sangrey, STEDC Vice Chairman (Chippewa Cree Tribe); term through June 2014
- Terry Pitts, (Confederated Salish & Kootenai Tribes); term through June 2014
- Gerald Gray, (The Little Shell Chippewa Tribe); term through June 2015
- Michael Fox, Jr. (Fort Belknap Indian Community); term through June 2015
- Cheryl Reeves (Blackfeet Tribe); term through June 2013
- Tracy Robinson (Northern Cheyenne); term through June 2014

Statutory appointees:

- Meg O'Leary, Director, Montana Department of Commerce
- John Rogers, Chief Business Development Officer, Governor's Office of Economic Development
- Jason Smith, Director, Governor's Office of Indian Affairs



### Technical Assistance

## Office of Trade and International Relations

PH: 406-841-2752

Email: [mbisom@mt.gov](mailto:mbisom@mt.gov)

Website: <http://businessresources.mt.gov/TIR>



Mark Bisom  
Trade Bureau Chief

Montanans were joined by representatives from around the globe in celebrating Governor Steve Bullock's inauguration in January. Diplomats from Canada, The Republic of Korea, Japan, Mexico, Mongolia and Taiwan were on hand to welcome the new administration.

The Office of Trade and International Relations coordinated their participation in the Governor's Inauguration Ceremony, as well as a luncheon hosted by Lt. Governor John Walsh and new Commerce Director Meg O'Leary, a reception at the capitol with the Governor and other state elected officials, and an appreciation dinner for legislators hosted by the Montana Chamber of Commerce. The delegation members also had the opportunity to visit with Senator Max Baucus.

Opportunities like these solidify and grow Montana's relationship with countries around the world. Montana maintains diplomatic ties with many foreign countries as a way to develop cultural exchange for our citizens and promoting export trade opportunities for our businesses.



Diplomats and representatives from around the globe attend Governor Bullock's Inauguration

Technical Assistance

## Montana Technology Innovation Partnership (MTIP)

Phone: 406-841-2749

Email: [cbell@mt.gov](mailto:cbell@mt.gov)

Website: <http://mtip.mt.gov>



**Christine Bell**  
MTIP Program Manager



MTIP provides technical assistance to individuals and companies who need to perform research on a product or service they are developing. MTIP links tech-based enterprises to the federal Small Business Innovation Research program (SBIR) which provides funding for research projects that match federal topics of interest. The grant money is provided through a competitive process; not everyone who applies gets funded. The technical assistance MTIP provides improves the client's ability to compete for these dollars. Companies who receive grant funds add value to Montana's economy by the products and jobs they create.

MTIP also provides inventors with technical assistance concerning intellectual property (IP). IP includes patents, trademarks, trade secrets and copyrights. All small business owners have intellectual property. Business names, slogans, website contents, and training materials are all examples of IP.

MTIP staff and counselors are currently assisting a research team in southern Montana with the development of their SBIR proposal for advances in the healthcare industry. With a Phase I SBIR award from the Department of Health and Human Services, this company will be funded to perform the work needed to prove the feasibility of their idea. If the company is awarded this primary level of funding of up to \$225,000, they would then be eligible to apply for a Phase II award to create a prototype. Phase II awards are funded up to \$1.5 million. Money received by technology firms is leveraged to attract investors, create new jobs, and help grow Montana's economy.

MTIP offers free technical assistance to any Montana small business owner or potential start-up. Find information at [www.mtip.mt.gov](http://www.mtip.mt.gov) or call (406) 841-2750.



### Technical Assistance

#### Montana Small Business Development Center (SBDC)

Phone: 406-841-2746  
Email: [adesch@mt.gov](mailto:adesch@mt.gov)  
Website: <http://sbdc.mt.gov>



Ann Desch  
SBDC State Director

#### Montana SBDC Accredited!

SBDC Network receives notice of accreditation by National Association of SBDCs

The Montana Small Business Development Center (SBDC) Network has been fully accredited by the Association of Small Business Development Centers (ASBDC), the national accreditation organization. Accreditation is necessary for states to receive SBA funding, and is essential to maintain and recognize the high-quality economic development expertise of SBDC networks nationally.



#### Montana Department of Commerce Renews Statewide Profit Mastery License for SBDC Network

SBDC Network will continue to offer the unique and powerful financial management training program

The Montana Department of Commerce Small Business Development Center (SBDC) has renewed its statewide Profit Mastery University license through Business Resource Services in Seattle and will continue to offer the financial management training to all clients through 2013.

*Profit Mastery: Creating Value and Building Wealth* is the internationally-acclaimed live seminar that helps entrepreneurs take the mystery out of the numbers and gives them practical financial tools to enable them to make better business decisions. Profit Mastery is offered by the Montana SBDC in two formats: live seminars facilitated by an SBDC Director and an online training program. Centers that will be offering live Profit Mastery seminars in 2013 include the SBDCs in Bozeman and Missoula, Helena, Butte and Kalispell.

Participants are guided through the "Seven Steps of Business Success," which include *Creating a Foundation for Change, Financial Analysis Part I & II, Price-Volume-Costs, Cash Flow, Financial Gap Analysis, Financial Planning and Planning for Transition.*

The live seminar format has been a huge hit with participants in Northwestern Montana. Chris Parson, Director of the SBDC at Flathead Valley Community College, held three trainings in 2012 and has planned for several more in 2013. Tom Tornow of Thomas T. Tornow, PC, who attended Profit Mastery in Kalispell last May, called the program "an absolute must for any business." Amanda Beach of Extreme Manufacturing, Inc. said that "Profit Mastery is one of the most beneficial classes I've taken. The class provides you with effective tools and how to apply them, which you can use in making successful financial decisions."

Online access to Profit Mastery is available to every resident in Montana. The program itself is free, but online users are encouraged to purchase the participant's guide to accompany the training. To register for Profit Mastery, visit <http://brs-seattle.com/mtsbdc>. For more information about upcoming Profit Mastery trainings in your area, contact the SBDC Lead Center at [mtsbdc@mt.gov](mailto:mtsbdc@mt.gov) or call (406) 841-2747.

### **New SBDC Regional Director Announced**

Southeastern Montana Development Corporation hires  
Director for SBDC in Colstrip

Southeastern Montana Development Corporation (SEMDC) is pleased to announce that John Sisson has been selected as the new Director of the SBDC in Colstrip. As a native of Southeastern Montana, Sisson has strong ties to the local business community, and looks forward to becoming acquainted with those who are planning a new business startup or desire to expand an existing business.



**John Sisson**  
Director, SBDC Colstrip

### **Other Business Assistance Programs**

Made in Montana Program (Promotion of authentic Montana products)

Contact: Sue Clark-Jones

Phone: 406-841-2757

Email: [madeinmontana@mt.gov](mailto:madeinmontana@mt.gov)

Website: <http://www.madeinmontanausa.com>

Export Montana (Helps Montana companies compete globally)

Contact: Sara Warren

Phone: 406-841-2754

Email: [exportmontana@mt.gov](mailto:exportmontana@mt.gov)

Website: <http://exportmontana.com>

Entrepreneur Montana

Indian Equity Fund (Grant assistance to Native American owned businesses.)

Contact: Philip Belangie

Phone: 406-721-3663

Email: [pbelangie@mt.gov](mailto:pbelangie@mt.gov)

Website: <http://entrepreneur.mt.gov>

Montana Finance Information Center

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Phone: 406-841-2732

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